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Machiavelli ...

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sample pearls of wisdom:

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A collection of advice for the aspiring manager draws on the Mafia's reputation for understanding the dynamics of human nature, offering such maxims as "If you must lie, be brief" and "Keep your friends close, but keep your enemies closer"

The world's oldest and best-organized conglomerate now reveals management techniques everyone can use. Unlike other guides to business, The Mafia Manager shuns theoretical verbiage to present the philosophy of leadership that founded and captained "The Silent Empire" through centuries of expansion and success. Some sample pearls of wisdom: -"Be sure you

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understand what your boss has ordered before you act on his command. What if you whack the wrong guy, or bomb the wrong joint...Learn the art of asking questions." -"Keep your friends close, but keep your enemies closer." -"Don't become involved in any office political battle without first asking yourself, 'What's in it for me?' and then 'What's in it for them?'" -"If you must lie, be brief."

The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U.S. history. By the age of twenty-one, he had netted millions of dollars for his employers. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year prison sentence, Ferrante went straight. He realized that the Mob's most valuable business lessons would allow him to survive and thrive in the real world. Now he offers eighty-eight time-tested Mafia strategies, including: * Go get your own coffee!: Respecting the chain of command without being a sucker. * The walls have ears: Never bad-mouth the boss. * Is

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this phone tapped?: Watch what you say every day. * How to bury the hatchet-but not in someone's head. * Don't split yourself in half: The wrong decision is better than none at all. * Don't build Yankee stadium, just supply the concrete: Spotting new rackets. * Leave the gun, take the cannolis...and beware of hubris. Ferrante brings his real-life experiences to the book, offering fascinating advice that really works and sharing behind-the-scenes episodes almost as outrageous as those occurring on Wall Street every day.

Business Lessons from the Renaissance Master of Gaining and Maintaining Power Generally considered the father of modern political science—and political ethics in particular—Niccolò di Bernardo dei Machiavelli was a Renaissance Italian writer, philosopher, humanist, historian, politician, and diplomat. After his career in politics had ended, Machiavelli wrote a short treatise that is often considered his masterpiece but was not published until five years after his death. The Prince contains adages regarding politics, in particular, providing advice for gaining and maintaining power. While Machiavelli was writing primarily about political power, his philosophies have been adopted by business leaders and titans of

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industry—presidents, CEOs, entrepreneurs, and innovators—ever since. Also including excerpts from The Art of War, Discourses on Livy, and Machiavelli's other works, Machiavelli on Business explores such ideas as: Whether it's better for a leader to be feared or loved How to best keep subordinates content The necessity of breaking promises at times Projecting the right qualities and fostering appearances Turning obstacles into opportunities Taking advantage of crises And much more!

This book provides a comprehensive sociological explanation for the emergence and continuation of organized crime in Chicago. Tracing the roots of political corruption that afforded protection to gambling, prostitution, and other vice activity in Chicago and other large American cities, Robert M. Lombardo challenges the dominant belief that organized crime in America descended directly from the Sicilian Mafia. According to this widespread "alien conspiracy" theory, organized crime evolved in a linear fashion beginning with the Mafia in Sicily, emerging in the form of the Black Hand in America's immigrant colonies, and culminating in the development of the Cosa Nostra in America's urban centers. Looking beyond this Mafia paradigm, this volume argues that the development of organized crime in Chicago and other large American cities was rooted in the social structure of

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American society. Specifically, Lombardo ties organized crime to the emergence of machine politics in America's urban centers. From nineteenth-century vice syndicates to the modern-day Outfit, Chicago's criminal underworld could not have existed without the blessing of those who controlled municipal, county, and state government. These practices were not imported from Sicily, Lombardo contends, but were bred in the socially disorganized slums of America where elected officials routinely franchised vice and crime in exchange for money and votes. This book also traces the history of the African-American community's participation in traditional organized crime in Chicago and offers new perspectives on the organizational structure of the Chicago Outfit, the traditional organized crime group in Chicago.

Boxing and the Mob explores the heavy influence of the mob on boxing in the 1930s through the early 1960s. It profiles boxers such as Abe Attell and Sonny Liston and infamous mobsters including Owney Madden and Frankie Carbo. In addition, this book details many of the most notorious fixed boxing matches in the sport's history.

The Sicilian Mafia, or Cosa Nostra, is one of the most intriguing criminal phenomena in the world. It is an unparalleled organised criminal grouping that over almost two centuries has been able not only to

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successfully permeate licit and illicit economy, politics and civil society, but also to influence and exercise authoritative power over both the underworld and the upper-world. This criminal phenomenon has been a captivating conundrum for scholars of different disciplines who have tried to explain with various paradigms the reasons behind the emergence and consolidation of the mafia. Challenging the Mafia Mystique provides an analysis of the changes the Sicilian mafia has undergone, from legitimisation to denunciation. Rino Coluccello highlights how, from the very emergence of the organised criminal groups in Sicily, a culture existed that was protective and tolerant of the mafia. He argues that the various conceptualisations of the mafia that dominated the public and scientific debate in the nineteenth and more than half of the twentieth century created a mystique, which legitimised the mafia and contributed to their success. This book will be of great interest to scholars and students of organised crime, Italian politics and Italian literature.

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